

THE
PUBLISHERS' AND STATIONERS'
Weekly Trade Circular

A JOURNAL DEVOTED TO THE INTERESTS OF THE
*Publishing, Printing, Book, Stationery, News, Music, Art, and Fancy Trades, and
Associated Branches.*

With which is incorporated the
American Literary Gazette and Publishers' Circular,
Established in the year 1852.

OFFICIAL ORGAN OF THE PUBLISHERS' BOARD OF TRADE.

F. LEYPOLDT, EDITOR AND PUBLISHER, 712 BROADWAY, NEW YORK.

*Subscriptions in England received by J. Sabin & Sons, 22 Buckingham Street, Strand, London, W. C. Subscriptions
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New Series.
VOL. II. No. 5.

NEW YORK: Thursday, August 1, 1872.

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TO TRAVELLERS.

GUIDE-BOOKS,

Published by

D. APPLETON & COMPANY,
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UPS AND DOWNS ON LAND AND WATER. By AUGUSTUS HOPPIN. Oblong Folio. \$10.00.

"'Ups and Downs on Land and Water,' is fairly an outbreak of graphic genius. It consists of a pictorial delineation of picturesque places and humorous characters, seen or encountered in the European tour through England, France, Switzerland, and Germany. It is a notable and unique production. The striking vigor and boldness in the designs are entirely admirable, apart from the humorous conceits which the compositions exhibit."—*Appleton's Journal*.

CASTILIAN DAYS. By JOHN HAY. 1 vol. 18mo. \$2.00.

"We are unable to recall any book of the century, unless it be Kinglake's 'Eothen,' that so completely and admirably gathers up the past and present, and—we had almost said—the future of a country and a people, as does this volume of Mr. Hay's."—*Henry Ward Beecher's Christian Union*.

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BITS OF TRAVEL. By H. H. \$1.50.

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"Miss Proctor's 'Russian Journey' is portrayed in that delicious, limpid English of which she is perfect mistress. She is an artist as well as a poet, and the glow of the one and fine, strong touch of the other are equally perceptible in these pictures of Russia."—*Brooklyn Union*.

THE LANDS OF SCOTT. By JAMES F. HUNNEWELL. 1 vol. 12mo. \$2.50.

"It is a delightful epitome of the great author's life and works, the reader being introduced to a detailed acquaintance with these, while he is led through the localities which the genius of Scott has celebrated. Those who cannot cross the ocean will visit the scenes of his living romance in its pages, and those who can may double their pleasure by making this volume their *compagnon de voyage*."—*Buffalo Courier*.

SIX MONTHS IN ITALY. By GEORGE S. HILLARD. 16mo. \$2.00.

"The record of a brilliant episode in the life of a scholar, which has filled his memory with images alike beautiful and enduring. It is almost minute enough in its descriptions for a guide-book, yet abounds in just and sensible remarks, well-informed criticisms, and varied learning."—*Putnam's Monthly*.

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"Mr. Norton is no ordinary tourist."—*Philadelphia Press*.

 For sale by all Booksellers. Sent, post paid, on receipt of price by the Publishers.

JAMES R. OSGOOD & CO., Boston.

The Weekly Trade Circular.

AUGUST 1, 1872.

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Advertisements should reach the office of the Trade Circular not later than Tuesday morning, but are required as much earlier as possible.

NOTICE.

Subscribers who have not yet paid their subscriptions, and subscribers to the late AMERICAN LITERARY GAZETTE, whose subscriptions have expired, if they wish to continue the WEEKLY TRADE CIRCULAR, are respectfully requested to remit the amounts due, either by post-office order, or draft on New York. Small accounts should be paid promptly, as they will neither bear the trouble nor the expense of repeated applications. Subscriptions should invariably be paid in advance.

SPECIAL REQUEST.—We beg to request that those readers who send direct orders to our advertisers will be good enough to name the WEEKLY TRADE CIRCULAR, as Merchants and Manufacturers always like to know through what channels their notifications have attracted the attention of their customers. The system, moreover, encourages the publication in our columns of a larger assortment of PRICE LISTS, and GENERAL ANNOUNCEMENTS, a feature which adds materially to the usefulness of this Journal.

Editors' Copies.

Publishers who can appreciate the importance of an accurate bibliographical record, should, to secure the same, deposit an early copy of each new book they issue, with statement of retail price. The TRADE CIRCULAR is the only paper which aims to give a prompt and complete record of American publications, and is the chief source of information, at home and abroad, for editors of literary and of trade papers, librarians, bookbuyers, and book-sellers.

ADVANCE BOOK-NOTES.

[This Department is intended to include descriptive notices, from advance sheets, of all books of popular sale. Booksellers will thus be enabled to order knowingly and confidently on books likely to sell well in their localities, and to obtain such information as to the character of new publications as will "post" them for calling the attention of particular customers to books likely to suit their taste. Advance sheets for use in this department should be forwarded by publishers at earliest convenient date.—Ed.]

Yale Lectures on Preaching, by Henry Ward Beecher, will be issued immediately by J. B. Ford & Co. These lectures, delivered before the Theological Department of Yale, and printed in the widely circulating *Christian Union* have met with a most gratifying reception, not only in the denomination of which Mr. Beecher is a member, but in all places where sound sense is valued, and where practical good is of more moment than traditional custom. The lectures are ten in number, and discuss variously "What is Preaching," "Qualifications of the Preacher," "The Personal Element in Oratory," "The Study of Human Nature," "The Psychological Working Elements," "Rhetorical Drill and General Training," "Rhetorical Illustrations," "Health, as Related to Preaching," "Sermon Making," and "Love, the Central Element of the Christian Ministry." It will be seen that the lectures cover a wide ground, and imbued as they are with strong "common sense," and rich with the forceful eloquence of the great preacher, they will be of untold value to the students and expounders of theology not only, but of exceptional interest to general readers besides. In fine, Beecher is too large a man to address a select audience; in instructing the "theologs" of Yale he has spoken to the world. The volume is to form the first of an "Uniform Author's Copyright Edition" of Beecher's works and is a neat 12mo, of 263 pages.

A Faithful Ministry is the title of a volume of sermons by John Milton Holmes, edited by George B. Bacon, and published by Charles C. Chatfield & Co., in a neat 12mo, of 363 pages, with a portrait of the author. Mr. Holmes was in charge of the First Congregational Church of Jersey City, during 1861-1869, and to his own people will the book be especially interesting, as a memorial of a dearly beloved pastor; a wide circle of Yale College acquaintance will welcome it also, as representing the after success of a fellow-student. And to these two classes the volume is mainly addressed by its editor, but its real intrinsic excellence will make it acceptable to many not within the charmed circle. The discourses are not striking, but strong and straightforward. He ministered in war time, and preached fearlessly against treason and slavery; in truth, he would have shouldered the musket had his friends not prevented him, and was always ready and enthusiastic in the service of God. An introduction and Commemorative Sermon by the editor, and a Commemorative Sermon by G. Buckingham Wilcox, are included in the work.

The Castle of the Three Mysteries is the title of an historical romance of the Seventeenth Century, translated from the Italian by Edward W. Dawson. It is a tale of unhappy love. The lovers being separated by an inflexible father, attempt a clandestine marriage, which is prevented by a villainous monk, who has designs of his own. The girl enters a convent, the lover a monastery, and they meet again, the monk being sent as confessor to the devil-possessed nun. They are discovered in loving converse, and hurried away by the officers of the Inquisition, and after twenty-five years spent among dreadful tortures are burned in an *auto da fe*. C. C. Chatfield & Co. are the publishers of the small volume.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise expressed. Imported Books are marked with an asterisk (*); Authors' and Subscription Books, or Books published at net prices, with two asterisks (**).

- After Years.** Sequel to Culm Rock. Prize Volume. 16". \$1.50.....*Hoyt.*
- ***Berners, J.** First Lessons on Health. 18", pp. 86. 50 c. *Macmillan.*
- ***Bree, C. R. (M.D.)** An Exposition of Fallacies in the Hypothesis of Mr. Darwin. With numerous engr. 12". \$7. *Scribner, W. & A.*
- Buechner, Dr. L.** Man: In the Past, Present, and Future. A Popular Account of recent Scientific Research as regards the Origin, Position, and Prospects of the Human Race. From the German, by W. L. Dallas, 8". \$4. *Lippincott.*
- Castle of the Three Mysteries; an Historical Romance of the Seventeenth Century.** Translated from the Italian by Edward W. Dawson. 16", pp. 117. \$1.....*Chatfield.*
- Christine.** Ambition's Contest; or, Faith and Intellect. Sq. 16". \$1.....*Donahoe.*
- Clark.** See Pennsylvania.
- Crumrine.** See Pittsburgh.
- Culm Rock.** 15". \$1.50.....*Hoyt.*
- ***Deane, Millie.** Marjory. 12", pp. 172..... 1.50. *Macmillan.*
- Dime Books.** Beadle's Dime Novels:—No. 258, The White Brave; or, The Flower of the Lenape Lodge, by Capt. Murray.—No. 259, Keen Knife, Prince of the Prairies, by Will Dexter.—No. 260, Wingumend, the Young Trail-Hunter, a Sequel to "The White Brave," by Capt. Murray. Each, 16", pp. 100. Pap., each 10 c.—The New Dolly Varden Songster (Song Books, No. 31). 16", pp. 64. Pap. 10 c.....*Beadle.*
- Star Novels:—No. 94, The Wild Horseman; or, The Prairie Tournament, a Sequel to "Dusky Darrell," by Edwin Emerson.—No. 95, Death Dealer, the Shawnee Scourge; or, The Wizard of the Cliffs, by A. L. Meserve.—No. 96, The Phantom Rider; or, The Giant Chief's Fate, by Maro O. Rolfe. Each 16mo, pp. 100. Pap., each 10 c.....*Starr.*
- Donne.** See Euripides.
- Elliot, Rev. David (D.D.)** Romanism the Enemy of Civil Liberty. 24", pp. 72. Pap..... 10 c. *Presb. B'd of Pub.*
- Euripides.** By Wm. Bodham Donne (Ancient Classics for Eng. Readers, Vol. 12). 12", pp. 210. \$1.....*Lippincott.*
- Farquharson, Martha.** Honest Jim Series. 6 vols., 16". Cont.:—Honest Jim; Contented Jim; How Jim Did it; The Twin Babies; Noll, the Beggar Boy; Noll in the Country. \$2.....*Presb. B'd of Pub.*
- Frost, S. Annie.** What I Know about Cooking. 12", pp. 454. \$2.....*Evans.*
- Gordon, A. J.** Vestry Hymn and Tune-Book. 16", pp. 260. \$1.....*Young.*
- ***Hales, J. W. (M.A.)** Longer English Poems, with Notes, Philological and Explanatory, and an Introduction to the Teaching of English. Chiefly for Use in Schools. 12", pp. 427. \$1.75.....*Macmillan.*
- Hildeburn, Mrs. Mary J.** Archie and Pussey Stories. 6 vols. 16". Cont.:—Archie and Pussey; Little Mischief; The New Sled; Mrs. Lee and her Boy Bertie; Uncle Hugh's House; Polly and her Friends. \$2.....*Presb. B'd of Pub.*
- Hinchcliffe, Richard.** Rhymes among the Spindles. 18", pp. 107. 50 c.....*R. Bowen.*
- Holmes, John Milton.** Sermons. With a Commemorative Sermon by G. Buckingham Willcox. Edited with an Introduction and Commemorative Sermon by Geo. B. Bacon. 12", pp. 363. \$1.50.....*Chatfield.*
- Hutchins, Rev. Charles L.** Church Hymnal, with Music for each Hymn. 4th ed., rev., with the Canticles. 12", pp. 454. In various styles of binding, from \$1.25 to \$6.75. *Belknap.*
- Hymnal,** according to the Use of the Protestant Episcopal Church in the United States. New eds., 32", 16" and 18". In various styles of binding, from 17 c. to \$3.50.....*Belknap.*—See also Hutchins.
- King, Wm. L.** The Newspaper Press of Charleston, S. C. A Chronological and Biographical History, embracing a period of 140 years. 12", pp. 200. \$2.....*Perry.*
- Kingston, W. H. G.** The Log House. 16". 75 c. *Lothrop.*
- Mabel's Message.** 16". \$3.25.....*Hoyt.*
- ****McClellan, R. Guy.** Republicanism in America, with Portraits. 8", pp. 665. \$3.....*Stoddard.*
- McLeod, Norman (D.D.)** Character Sketches. Illustr. 12". \$1.75.....*Randolph.*
- Marshall, Emma.** Violet Douglass. 16". \$1.50. *Lothrop.*
- Mereditth, L. P. (M.D.)** Every-Day Errors of Speech. 16". 75 c.....*Lippincott.*
- Oxenden, Rev. Ashton.** The Pastoral Office: its Duties, Difficulties, Privileges, and Prospects. 16", pp. 302. \$1.....*Evang. Knowl. Soc.*
- Parsons, Mrs.** Dyrbington Court; or, The Story of John Julian's Prosperity. 16", pp. 393. \$1.....*Sadler.*
- Pennsylvania Law Journal Reports,** vol. 2. By John A. Clark. 8", pp. xvi., 588. Shp. \$7.50.....*Campbell.*
- Pittsburg Reports.** By Boyd Crumrine, vol. 2. 8", pp. xvi., 596. Shp., \$7.50.....*Campbell.*
- Plumer, Rev. Wm. S. (D.D.)** Twelve Tracts for the People. 16". Pap. 25 c.....*Presb. B'd of Pub.*
- Shipton, Anna.** Wayside Service. 16". \$1.....*Hoyt.*
- ***Smee, Alfred (F. R. S.)** My Garden, its Plan and Culture. Together with a General Description of its Geology, Botany and Natural History, with 1250 illustr. Imp. 8". \$3.....*Scribner, W. & A.*
- Stifter, Adalbert.** The Village on the Heath. From the German. 16", pp. 60. Pap., 50 c.....*Martin.*
- ****Stone, Wm. L.** History of New York City from the Discovery to the Present Day. 8", pp. 658. \$6; Lib. \$7.50; mor. \$12.....*Virtue.*
- Sturdy Jack.** 16". 75 c.....*Lothrop.*
- Tom Green.** 16". \$1.15.....*Hoyt.*
- ***Tyndall, Prof. John (F. R. S.)** Contributions to Molecular Physics in the Domain of Radiant Heat. With engr. 8". \$8.....*Scribner, W. & A.*
- ***Vaughan, C. J. (D.D.)** The Two Great Temptations. The Temptation of Man and the Temptation of Christ. Lectures delivered in the Temple Church, Lent, 1872. 12", pp. 178. \$1.25.....*Macmillan.*
- Was St. Peter ever in Rome? From the Italian.** 8". Pap. 25 c.....*Donahoe.*
- ***Webster, Augusta.** The Auspicious Day. 12". pp. 220. \$1.50.....*Macmillan.*
- Winton, Mrs. Nelson W.** Drifting Anchor. 16". \$1.25.....*Lothrop.*
- Wood, H. C., Jr.** Thermic Fever, or Sunstroke (Boylston Prize Essay). 16". \$1.25.....*Lippincott.*
- Worthington, T.** Shiloh. The Only Correct Military History of U. S. Grant and the Missing Army Record, for which he is alone Responsible, to conceal his Organized Defeat of the Union Army at Shiloh, April 6, 1862. 8", pp. 164. Pap. \$1. (Washington).....*Am. News Co.*

ORDER LIST.

This List, for the convenience of Dealers, is arranged alphabetically, according to the names of the Publishers. For full titles, etc., see preceding "Alphabetical List of Publications." The leading word of the short title agrees with that of the full title.

Publishers, who now at a glance can control our record, will please to report any error or omission they may detect. Any title thus rectified will be inserted again.

AMERICAN NEWS CO., New York.

Worthington, Shiloh; a History of Grant... \$1.00

BEADLE & CO., New York.

Dime Books, Beadle's Dime Novels, Nos.

258, 259 and 260; Song Books No. 31, each .10

THOMAS BELKNAP, Hartford.

Hutchins, Church Hymnal, with music.

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Hymnal..... 17 c. to \$3.50

R. BOWEN, Lawrence.

Hinchcliffe, Rhymes among the Spindles... .50

JOHN CAMPBELL & SON, Philadelphia.	
Pennsylvania Law Journal Reports, vol 2...	7.50
Pittsburg Reports, vol. 1.....	7.50
C. C. CHATFIELD & Co., New Haven.	
Castle of the Three Mysteries.....	1.00
Holmes, Sermons.....	1.50
PATRICK DONAHOE, Boston.	
Christine, Ambition's Contest.....	1.00
Was St. Peter Ever in Rome?.....	.25
EVANG. KNOWL. SOC., New York.	
Oxenden, The Pastoral Office.....	1.00
WM. B. EVANS & Co., Philadelphia.	
Frost, What I know about Cooking.....	2.00
HENRY HOYT, Boston.	
After Years.....	1.50
Culm Rock.....	1.50
Mabel's Message.....	1.25
Shipton, Wayside Service.....	1.00
Tom Green.....	1.15
J. B. LIPPINCOTT & Co., Philadelphia.	
Buechner, Man in the Past, Present, and Future.	4.00
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Sturdy Jack.....	.75
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MACMILLAN & Co., New York.	
Berners, First Lessons on Health.....	.50
Deane, Marjory.....	1.50
Hales, Longer English Poems.....	1.75
Vaughan, The Two Great Temptations.....	1.25
Webster, The Auspicious Day.....	1.50
CYRUS B. MARTIN, Newburgh, New York.	
Stifter, The Village on the Heath.....	.50
EDWARD PERRY, Charleston, S. C.	
King, The Newspaper Press of Charleston, South Carolina.....	2.00

PRESB. B'D OF PUB., Philadelphia.	
Elliot, Romanism the Enemy of Civil Liberty.	.10
Farquharson, Honest Jim Series, 6 vols.....	2.00
Hildeburn, Archie and Pussy Series, 6 vols..	2.00
Plumer, 12 Tracts for the People.....	.25
A. D. F. RANDOLPH & Co., New York.	
McLeod, Character Sketches.....	1.75
D. & J. SADLER & Co., New York.	
Parsons, Dyrington Court.....	1.00
SCRIBNER, WELFORD & ARMSTRONG, New York.	
Bree, Darwin's Fallacies.....	7.00
Smee, My Garden.....	8.00
Tyndall, Radiant Heat.....	8.00
J. M. STODDART & Co., Philadelphia.	
McClellan, Republicanism in America.....	**
FRANK STARR & Co., New York.	
Dime Books, Star Novels, Nos. 94 to 96, each.....	.10
VIRTUE & YORSTON, New York.	
Stone, History of New York City.....	**
H. A. YOUNG & Co., Boston.	
Gordon, Vestry Hymn and Tune Book.....	1.00

Publishers' First Announcements

In the New York Commercial Advertiser for the week ending July 27.

JULY 22.

D. Appleton & Co.:—The Expression of the Emotions in Man and the Lower Animals.

JULY 24.

Scribner, Armstrong & Co.:—Women of the Last Days of Old France.—The Recollections of J. R. Planché.—Lays of the Highlands and Islands, by Prof. Blackie.—Seen and Heard.—Recent Explorations in Sinai, by Palmer.

Harper & Bros.:—Tristram's Natural History of the Bible.—A Woman's Vengeance.—A Passion in Tatters.—Puppet's Dallying.—The Wicked Woods of Tobeezevil.—Greenville Landon.—The Stillwines of Combe Maris.—Janet's Choice.—Seen and Heard.—The Rose of Avondale.

JULY 25.

Scribner, Armstrong & Co.:—Tales of the Teutonic Lands, by Rev. George W. Cox, M.A., and E. H. Jones.

ALPHABETICAL REFERENCE LIST OF BOOKS RECORDED IN JULY.

The figure in () refers to the number of the "TRADE CIRCULAR" in which the full title has been recorded under the word preceding the figure. New novels, and the more prominent juveniles, biographical and other popular works, appear in this list, both under author and title or subject, with reference from the latter to the former.

Abbott (1), Life of Gen'l Grant, \$1.50.....	Russell.
—History of Christianity, \$2.25.....	Russell.
American (4), Philological Assoc. Transactions, 1871, \$2.00.....	Case.
Arber's (1) Reprints, Paston Letters, vol. 1, \$3.50.....	Scribner, W. & A.
Archer (4), Christina North, 75 c.....	Appleton.
Aristotle. See Grote (1 & 4).	
Arnold (1), Bible Reading for Schools, 50 c.....	Macmillan.
Art (1) Pictorial, 2d and 3d series, \$16.....	Putnam.
Aunt (1) Louisa Series, 3 new vols., ea., 25 c.....	McLoughlin.
Aytoun (1), 40 c.....	Lippincott.
Balch (4), Les Français en Amérique, \$5.....	Lippincott.
Baptist (4) Praise Book (Chapel ed.), \$1.25.....	Barnes.
Beckwith (4), Following the Master, \$1.10.....	Presb. B'd of Pub.
Bishop (1), Hours with the Lonely, 40 c.....	Russell.
Bonnechose (1), History of France, \$2.50.....	Routledge.
Boston (4) Lectures, 1872, \$1.50.....	Congreg. Pub. Soc.
Braithwaite (1), Esse and Posse, \$5.25.....	Scribner, W. & A.
Brown (4), Physiology and Hygiene, \$1.50.....	Wilson.
Burke (4), Lectures and Sermons, \$3.50.....	Haverly.
By His Own Might. See Hillern (1).	
Cerise. See Melville (4).	
Chapin (4), Fitz-Hugh St. Clair, \$1.50.....	Claxton.
Chinks of Clannorth. See Hamilton (4).	
Christina North. See Archer (4).	
Classical (4) Studies by a Scotch Graduate, 50 c.....	Appleton.
Cooper (4), The Pathfinder (Illustr. ed.), 75 c.....	Appleton.
—The Pilot (Lib. ed.), \$1.25.....	Appleton.
Cross (4), The Modern Ulysses, 75 c.....	Redfield.
Cruikshank (1) at Home, 60 c.....	Scribner, W. & A.
Cutter (4), First Book on Anat. Anatomy, etc, 90 c.....	Lippincott.
Day (1), Gibbon's Letters, etc., \$1.75.....	Scribner, W. & A.
De Fontaine. See Fontaine (4).	
De Gex. See Great Britain (4).	
Dickens (4), The Uncommercial Traveller, 75 c.....	Appleton.
Dickens' Cyclopædia. See Fontaine (4).	
Dickens Dictionary. See Pierce (1).	
Eassie (4), Healthy Houses, \$1.....	Appleton.
Farley (1), Modern Turkey, \$7.....	Scribner, W. & A.
Fitz-Hugh St. Clair. See Chapin (4).	
Following the Master. See Beckwith (4).	

- Fontaine (4), Dickens's Cyclopædia, No. 1, 25 c.....*Hale*.
 — Wisdom Teeth, 60 c.....*Hale*.
 Forrester (4), My Hero, \$1.75.....*Peterson*.
 Gibbon's Letters. See Day (1).
 Ginal (4), Führer im Geschäftsleben, 75 c.....*Schaefer*.
 Gladstone (1), Michael Faraday, \$1.50.....*Macmillan*.
 Goethe and Mendelssohn. See Mendelssohn (1).
 Golden Lion of Granpere. See Trollope (4).
 Grant. See Abbott (1), Cross (4).
 Great Britain (4), De Gex, etc., Reports, vol. 6, \$5.....*Little*.
 Greeley (4), Life of, by Rosewood, 50 c.....*Fisher*.
 Grier (4), Studies in the English of Bunyan, \$1.25.....*Lippincott*.
 Gross (4), System of Surgery, 5th ed., 2 vols., \$15.....*Lee*.
 Grote (1), Aristotle, 2 vols., \$15.75.....*Scribner, W. & A.*
 — (4), Aristotle, 2 vols., \$11.....*Little*.
 — History of Greece, 10 vols., \$40. hlf. clt., \$60.....*Little*.
 Gustavus Vasa. See Nieritz (4).
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THE discussion which for the past year or so has been so vigorously carried on, concerning what is generally regarded as the one cause of the demoralization of the book trade—underselling—is by no means new. The trade organs of England and America of ten years since all contain articles and communications of which those of the past year are almost duplicates, in form and suggestion as well as spirit and complaint. All this time, notwithstanding most vigorous protest, the evil has been growing from bad to worse; the chief hope nowadays is that the system has become so ruinous that a change for the better *must* be near at hand.

The history of this matter begins early in the present century. Up to the turn of the century and indeed for a few years later, the English country bookseller could not buy on his half-yearly account at less than 10d. on the shilling, or 16 2-3 discount. Paying transportation charges and frequently giving credit, he had no idea of selling a book at less than the stated prices. About 1810, the system of travelling came in vogue; then trade dinners (sales) became common, at which special rates were offered, and a twenty-fifth copy thrown in *gratis*; still later 25 off was the common discount, and a thirteenth copy was given away with each dozen bought. Enterprising retailers began to offer discounts to customers, in some cases 20 per cent., and the trade in England grew thus into its present demoralization. There has been very general complaint in England over the difficulty, but it is nothing there to what it is here. Twenty-five off and a thirteenth copy with the dozen, makes one-third off; here forty off is a common publisher's discount; fifty is not unfrequent; at "special sales" we have heard that sixty has been reached; while, at the trade (auction) sales there is of course no limit to the lowness of price, and books have been *slaughtered* as far below cost as ninety per cent. off the published price. The retail discounts have followed closely upon these, with much the same history as in England. Like complaints of the demoralization of the book trade come from Italy. The difficulty has never arisen in Germany, because of the thorough and excellent organization, *esprit du corps*, and wise far-sightedness of the German trade.

During these ten and more years of discussion, there has been one cry from the trade—English and American—the remedy unanimously suggested by the retailers themselves being the reduction of the stated price to such an extent that not more than twenty per cent. could be in any case allowed by the publisher. All the difficulties and all the problems of the book trade are intimately associated with this question of underselling, so that in discussing it, everything seems to come up. In connection with this suggestion, the retail trade pro-

tests against the selling of books at retail by publishers or jobbers, especially below the stated retail price, and against the "mailing notice" system, now adopted by all our publishers in advertising, to send any of their books free of postage on receipt of retail price. It asserts that under the present cut-throat system, *it does not pay* to "keep up stock," and that to earn bread and butter, the "book-stores" must be chiefly filled with stationery and "gim-cracks," and books made a subsidiary matter, to which little attention can be paid. Buyers who wish more than a single book, habitually order from the publishers, who act also as jobbers for them, and procure what they want at a rate as low as, frequently lower than the bookseller can himself obtain, because he must pay his own express bills, while his should-be customer is furnished carriage free. And as the majority of "book-stores" through the country keep but two or three hundred dollars' worth of book stock on hand, order few new books, simply offer to obtain what the infrequent chance-customer wishes, put their capital into the better-paying "gim-cracks," and let books "take care of themselves."

This, as we have already pointed out, affords opening for the undermining of the regular trade by "agent's books." The more enterprising retailers fall into the cut-throat fashion themselves, and vie with each other in selling books "close," and now some of the general stores come in and offer books at very nearly cost price, to attract customers for their other goods. It is safe to say that the forty per cent. discount generally allowed *does not average more than ten per cent. profit* in the retail sale throughout the country; we doubt if the figures would be even so high.

On the other hand, the publisher is to be heard. He complains that he is forced to advertise the "mailing notice," because it is the only way in which the retailers can be compelled to keep his books in stock. In other words, he competes with the retailer to keep him enterprising. "Publishers *must* find a market for their books, and if the retailers will not offer that market, they must go beyond the retailers for their customers. Under the present state of things, the first edition of a new book, save it be by a popular author or otherwise exceptional, would remain on the shelves unsold if it were not pushed directly into the hands of book-buyers and an indirect demand thus brought to bear upon the retailer from those who hear of the new book through those who have bought it from the publisher. It is claimed that no one would be so foolish as to take the trouble of writing, the chances of the mails both ways, and the likelihood of the book being battered on the way, when he could buy quicker a fresh copy at a book store near by, and that in fact orders are sent to the publisher direct, customarily only when the desired book has

been inquired for in vain. As to the underselling, the answer of the publisher is *Et tu quoque!* The retailers themselves do it, and should not complain of us for following their example. In short, the dispute between the publisher and the bookseller is in each claiming as cause what the other considers to be effect. One says, "We must cut into you because you don't keep up stock!" the other says, "We can't keep up stock because you cut into us!" The truth is, as frequently happens, between; cause and effect are here, as elsewhere, mutual, and react each upon the other. Undoubtedly, as a matter of history the demoralization arose originally from the too great increase of discounts, but it is questionable, now that the evil has grown, whether the removal of the original cause would be at all an adequate remedy; whether a general reduction of discounts now would have the effect that booksellers hope and agree it would. After a man has touched poisoned ivy, taking it away from him doesn't cure him forthwith.

But certainly so terrible an evil to the trade must admit of some remedy, partial if not complete. The discussion of this means carries us into a still broader field, and to the consideration of a question which underlies all these discussions as to authors' books, the agency system, the "introduction" of school books, and the difficulties of which we have specially given the history and explanation in this article. That question involves a consideration, of the distinctive character of the trade in books and the remedial measures we find for underselling and like disastrous practices, we propose to give in a further article on "The Unity of the Trade." Meanwhile we shall be glad to hear from correspondents who may have new light to shed upon these subjects, or new suggestions to make. It is advisable that this discussion should be continued in the trade organs, until discussion shall culminate in definite action on the part of the trade.

Obituary.

MR. GEO. DEXTER of the American News Company died at Geneva, Switzerland, on the 16th of July.

Mr. Dexter learned the printing business in Boston. He came to this city about thirty years ago and continued to work at his trade. He was the first to conceive the idea of the newspaper brokerage business, which he established in a loft on Ann Street, some twenty years ago. Under his management the business rapidly grew in proportions and he soon associated his brother Henry with him. Competition, which always follows in the trail of success, shortly appeared; but finally after sundry changes, the *American News Company* was originated, which embraced the business of several of the competing establishments, the Dexters being large proprietors of its stock. The following paragraph is taken from the *American Booksellers' Guide*:

Mr. Dexter was travelling in Europe for the benefit of his health, which had been poor for several years. The letters which have been constantly re-

ceived from him since his departure have all spoken of the favorable influence of his journey, and the short telegraphic message announcing his death was a painful surprise. Mr. Dexter was born at Cambridge, Mass., in 1809, and was therefore in the sixty-third year of his age. He has been engaged in business in this city since 1843, and was connected with The American News Company from its formation. By his death we lose a true friend and valued associate in business, whose sound judgment and good heart we could wish always to have retained; but, in our sorrow at his death in a distant land, we feel that the loss is all our own, and we rest in the hope that, in leaving us, our friend has gone to a better world.

E. BURNHAM SMITH, the well-known senior member of the firm of E. B. Smith & Co., wholesale booksellers and stationers, Detroit, Mich., was killed by the accident on the New York Central, July 20. The following notice is taken from the *Detroit Free Press*: Mr. E. B. Smith was born at New Hampton, N. H., Aug. 3, 1839, and consequently, at the time of his death, was a few days less than 33 years of age. His father was Rev. Eli B. Smith, D.D., for many years President of the New Hampton Literary and Theological Institution, and well-known as an eminent minister of the Baptist denomination. Mr. Smith received a sound academic education in this institution. He removed to Michigan in the autumn of 1856, and to Detroit in 1859, entering into the business with which, during the last few years, he has been so prominently connected, and in which he, with his associates, has achieved so gratifying a success. The book firm of E. B. Smith & Co. has become well and favorably known, not only in Detroit and Michigan, but throughout the whole country. His death is a loss to the business interests of our city, which will be very severely felt. As a business man he was peculiarly prompt, active, and efficient. His judgment was remarkably ready and usually entirely reliable. His hold upon his associates and friends, however, did not spring, after all, chiefly from his business capacity and habits. With some appearance of reserve to strangers, his social and domestic nature was very strong and active. His intimate friends loved him for the goodness and purity of his heart, and for his generous and unselfish character. A tale of sorrow always found his ear ready to listen, and the hand of want seldom went away from his office empty. He was married in September, 1861, to Miss Mary Tyrrell, of Hinesburg, Vt. Her sudden death in July, 1868, left his home and his heart alike desolate. A deep sadness settled over his spirits, from which he had hardly recovered even at the time of his death. Mr. Smith's religious life was of a quiet and unostentatious nature, and manifested itself more in deeds than in words. He was a member of the Lafayette avenue Baptist Church, having first united, by profession of faith, with the Baptist Church in Mount Vernon, Macomb county, in this State. Taken all in all, Mr. Smith was one of a very few rare men; and the vacancy which his cruel and terrible death has made in the business community, in the church, in the social circle, and especially in the homes of his intimate friends, will not easily be filled.

The New Postal Code.

THE one cent "postal cards" provided for by the New Code (see Sec. 170) will shortly be issued by the Department, until which time this provision of the law will not go into effect, as there is no provision allowing of postal cards other than those furnished by the Department, with stamps impressed

upon them. The new rate to be charged for money orders for amounts not exceeding ten dollars (5 cents instead of 10 cents, as heretofore) the Superintendent of the Money Order Service announces will go into effect on the 15th day of July. All other provisions of the New Code took effect immediately after the passage and approval of the Law. The entire New Postal Code has been published in the *Western Postal Record*, Chicago.

The Chemical Engraving Company of Boston

THE publication of Osgood's "Jubilee Days," in a volume, with two or three new sketches by Hoppin, gives occasion to the publishers to explain more fully the process by which engraving can be so done as to make a large illustrated daily paper a possibility. It seems that the only illustrated daily ever published before (the *New York Sun* does not count, nor John Phenix's *San Diego Herald*) is the *Paris Charivari*, which does not print many copies, whereas, says Osgood & Co., by using the new Boston process, and the same number of presses as are employed by Harper on his *Weekly*, 100,000 copies of an illustrated daily could be placed on as many breakfast tables. That is to say, "if anybody is fool enough to do it," as Prentice of the *Louisville Journal* remarked when somebody said that "James K. Polk might be compared to George Washington." It may be estimated that an illustrated daily on a great scale would cost about \$500,000 the first year, in the present state of the arts and sciences, and of the popular taste. How it may be a few years hence, nobody can say, but if such a journal is wanted, the Chemical Engraving Company of Boston can no doubt furnish the illustrations. The officers of this Company are James R. Osgood, the publisher, President; A. V. S. Anthony, the engraver, Treasurer, and Philip H. Niandel, a Swedish artificer, Superintendent; it has been well advertised by the success of "Jubilee Days," and is likely to have much work to do. The engraving done by this process is more exactly the work of the designer than in any other, more even than in lithography—for it is the artist himself who sketches the design on the etching plate of glass, and when a print has been taken, an hour or two afterwards, he retouches the plate with the proof before him, completing the whole process in three hours from the time the original drawing leaves the artist's hands. For such work as that of Mr. Hoppin, the new process is as good as any, and produces the best effect; more elaborate drawing is not so well produced in this way, and in copying pictures from foreign galleries, it is only a portion of them that can be delicately and faithfully rendered. Doubtless the process can be improved, but as it stands it is a great addition to the means of popularizing art.—*Springfield Republican*.

LITERARY AND TRADE GOSSIP.

CINCINNATI TRADE SALE.—The forty-seventh Cincinnati Trade Sale of books, stationery, stereotype plates, publishers' stock, etc., will commence on Tuesday, October 15, 1872. The catalogue will be put to press on September 4, and invoices should be received a few days previous to that time. Address: W. O. Davie & Co., No. 16, East Fourth street.

CANADIAN PATENT.—Under the new law, which goes into effect September 1, 1872, Americans and foreigners may apply for patents in Cana-

da under the same terms as resident Canadians. Any American inventor may patent his invention in Canada either before the issue of his American patent, or within one year thereafter; the assignee of the inventor may obtain a patent, but not the mere importer, or pirate of the invention. Models or specimens of the invention are required in all cases.

STAMP TAX.—The stamp of two cents on bank checks is not to be reduced to one cent on and after the 1st of October next. The recent tariff and tax law repealed all stamp taxes of schedule B, "excepting only the tax of two cents on bank checks, drafts, or orders."

THE Post-Office Department has awarded the contract for supplying dead-letter envelopes for the present fiscal year to George H. Reay, of New York, for \$1.76 per thousand. The other bidders were the Morgan Envelope Company of Springfield, Mass., \$2.25, and G. F. Nesbitt & Co., New York, \$2.29 per thousand. About two millions of these envelopes are used annually.

Trübner's American and Oriental Literary Record for the last month contains, among other matters, a very curious notice of the works issued from the press of Mr. Joel Munsell, of Albany, N. Y., said to be most of them masterpieces in the printer's art.

THE *Warehouseman and Draper's Trade Journal*, which has been recently started in London as a bi-monthly paper, has achieved such success that its proprietors intend shortly to publish it weekly, the day of publication being Friday.

The Science of Heraldry (Sulman), by R. Willis, says the *Stationer*, is a thoroughly practical book, which should be in the hands of all engravers and heraldic artists, while for amateur heralds it furnishes every necessary information. The illustrations are numerous and well executed, and the letter-press excellent.

ARSENICAL PAPER.—Lately light and dark rose-red letter papers have made their appearance in the trade, which find ready sale. Exposed to the light, however, these colors fade quickly. These rose-papers, according to Dr. H. Vohl, of Cologne, contain arsenical fuchsine coloring matter mixed with the pulp. This aniline color is much employed in paper manufacture, but on account of the slight quantity of arsenic contained in it, is not of a dangerous nature. The use of it, however, for envelopes is exceedingly dangerous, as through dampening it with the tongue it becomes absorbed in the system, and it has already caused some cases of poisoning.

THE first annual volume of the *Jahrbuch für Papierfabrikation*, edited by Dr. Rudel, of Dresden, has just appeared, and will be found very useful for those who require information regarding the paper manufacture on the continent.

MR. Walter Low, for many years connected with the Harpers in this city, and who long ago kept a literary shop for the sale of books and newspapers at 823 Broadway, died in London lately, quite suddenly, and under sad circumstances.

MR. HIALMAR H. BOYESEN, a Norwegian by birth but a thorough master of English, has just completed a story of Norwegian life, which will probably appear soon in book-form or through the pages of a magazine. It is likely, too, that he will presently reveal to American readers, through translations, some of the riches of Norwegian literature. Mr. Boyesen is at present at Cambridge, the guest of Mr. Howells, to whose *Atlantic* he has contributed acceptably.

It may not be generally known that Hawthorne found the germ of his story of "Septimius Felton" in a tradition that a former occupant of his "Way-side" house in Concord had the dream of making himself immortal, as Septimius had. The house in its first form is quite ancient; it was rebuilt by Mr. Alcott, who lived in it nearly thirty years ago, and again rebuilt by Mr. Hawthorne in 1860-61. Now this thrice-built house has passed into other hands, and is used as a girls' boarding-school. The description of the locality in the new book is as perfect as possible. Mr. Alcott now owns and occupies the next estate, on which is a house still more ancient, and most of the ornamental trees on both estates were planted by Mr. Alcott.

A CORRESPONDENT of the *Athenæum*, responding to the former letter on the subject, says:

The author of "Tennysonianism" is slightly in error when he says that the three stanzas now forming the thirty-ninth section of "In Memoriam" appeared "for the first time" in the "library edition" just issued. They were first published in the "pocket edition in case," now nearly two years ago, as may be seen by a reference to this edition. The Laureate has been very sparing of corrections in the new library edition: there is, however, one which is noteworthy for bibliologists. In Section 95 of "In Memoriam" we now find these stanzas, wherein the two new words tend to justify a somewhat more Pantheistic reading, as the personal soul seems to disappear:

So word by word, and line by line,
The dead man touch'd me from the past,
And at once it seem'd at last
The living soul was flash'd on mine.

And mine in *this* was wound, and whirl'd
About empyreal heights of thought,
And came on that which is, and caught
The deep pulsations of the world.

It may also be noted that in the beautiful lyric forming the seventeenth section of "Maud," we have a felicitous alteration—line twelfth being "over glowing ships," instead of "o'er the blowing ships." Insignificant in itself, it yet shows Mr. Tennyson's severe notions of euphony, more especially as the word "blowing" occurs in next line.

"GLUCK AND PICCINI," by M. Gustave Desnoiresterres, just published in England, is said to be a most interesting book. It rehearses the impassioned debates which divided the polite society of the times. Every one was either a Glückist or a Piccinist. The Opera-house was transformed into a real field of battle, and before the performance of "Roland," Piccini was seen taking leave of his family in tears, as if he had been going to an inevitable death. The author has resorted to original sources, ransacking the Public Record offices and the archives of the Opera, and has thus been enabled to correct the numerous errors with which the contemporaneous memoirs and chronicles abounded.

MESSRS. MACMILLAN & Co. have forwarded to the Chicago Library, Crystal Palace, a donation of 266 volumes; including gifts from Lord Lyttleton, Lord A. Hervey, the Bishop of Exeter, Right Hon. J. Bright, Prof. Huxley, Canon Kingsley, Sir H. Doyle, Mr. Wallace, Mr. Galton, Dean Merivale, Dr. Vaughan, Mr. Freeman, Canon Lightfoot, Mr. Todhunter, Drs. Reynolds, Hooker and Maudsley, Miss Yonge, Mr. Helps, Profs. Wyatt and Westcott, and seventy-eight other authors; the remainder of the donation being due to the liberality of the publishers.

"THREADS of Knowledge drawn from a Cambric Handkerchief, a Brussels Carpet, a Print

Dress, a Kid Glove, a Sheet of Paper," is the title of a book by Miss Annie Carey, to be published shortly by Messrs. Cassell, Petter & Galpin.

A DECISION of some importance to publishers and advertisers was recently obtained in England. A publishing company being directed to insert in one of their publications a half-page advertisement, requested again and again that copy be furnished; when it was no longer possible to wait for the electrotype block, which the advertisers wished to appear, the advertisement was published in typographic imitation. The advertisers refused to pay, but the court gave judgment against them for the full amount claimed.

"THE Coal Regions of America" will shortly be brought out by the Appletons, under the title of "Underground Treasures: Where and How to Find Them; a Key for the Ready Determination of all the Useful Minerals within the United States." Professor James Orton will soon publish a volume of great use and value to those prospecting among mines, real or supposed. Washington, Dustin, & Co., of Hartford, are the publishers.

THE last new part of Dr. Tischendorf's larger Greek Testament includes the portion from "Galatians" to the beginning of "Hebrews." At the same time the Professor publishes the first part of a "minor" edition of the Greek Testament, containing the Gospels and Acts. The concluding part of the larger edition is promised in the autumn, and the second half of the minor edition in the beginning of next year.

RANDOLPH & Co. have issued a volume of admirable papers—Character Sketches—from the pen of the late Norman Macleod, D.D., of Scotland, whose death has recently been mourned on both sides of the sea. They are narratives and essays, full of life and power, humor and sentiment, very entertaining and instructive: a delightful summer book.

A SHORT treatise on the important subject of House Drainage is announced by Macmillan & Co. The full title is "Sewer Gas and How to keep it out of Houses," and the author, Mr. Osborne Reynolds, Professor of Engineering in Owen's College, Manchester.

A LIFE of Wicliff may be expected in a few months, from the pen of Prof. Lechler of Leipsic. The writer has unearthed several unpublished manuscripts of Wicliff in the library of Vienna, and his work will throw new light on the relation of the great reformer with Huss and his Bohemian co-workers.

IVAN TURGENEF, the distinguished Russian novelist, whose works are becoming widely known and translated, has completed a novel, entitled "The King Lear of the Steppe," which is pronounced by the German and French critics as his masterpiece.

A "BOTANIST'S Pocket-book" is to be issued in England by Messrs. Bell & Daldy; it is intended as a handy pocket companion for the botanist in the field, and will enable him to identify on the spot the plants he may meet with in his researches.

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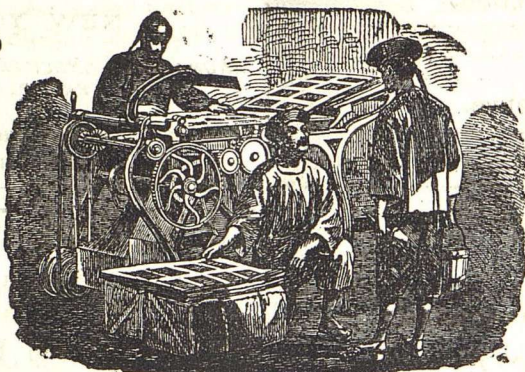
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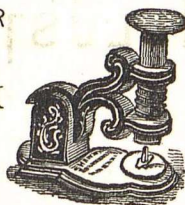
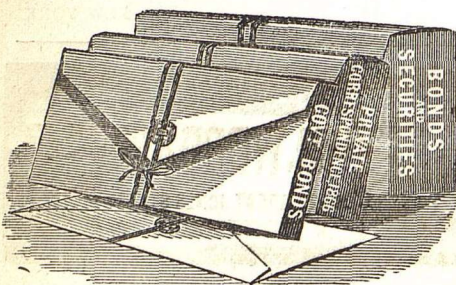
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